

\$400 million comes from cash kitty

Third of Chrysler loan repaid on earliest date

By Kathleen Hamilton
Financial Editor

As it had promised it would do, Chrysler Corp. last week paid off one-third of its government-guaranteed loans on the first day it was legal to do so.

The \$400 million, plus \$9.93 million in interest, was paid out of Chrysler's billion-dollar cash kitty.

The original plan had been to go to the private market to finance some of the payoff, partially as a public relations move to show that Chrysler was healthy enough to get credit without the government's help, and partially to get a better rate than the 15.9-percent interest being paid on this issue of government-backed loans.

But interest rates crept up, and Chrysler decided to use some of its cash reserve to pay off the private and institutional investors that had loaned it money when it was near bankruptcy in early 1981.

Chrysler's cash reserves are huge: \$1.4 billion at last count (March 31). In comparison, Ford Motor Co., with more than three times Chrysler's sales, had \$1.7 billion in its reserves at the end of the last quarter.

Chrysler accumulated the cash chiefly because it had to be self-financing, even down to Chrysler Financial operations, because of government loan guarantee restrictions and in-

vestment ratings that branded Chrysler paper as speculative, thus demanding high interest rates.

- Chrysler also has been building its cash reserves to pay back the restrictive government-backed loans. It still has guaranteed notes for \$800 million outstanding, at 10.35 and 11.4 percent interest plus a one percent fee due the government.

The restrictions that go along with those notes may encourage Chrysler to pay them off, but the interest rates are pretty good by current standards.

The latest Moody's Investor Service Reports showed even top-rated corporate bonds are now paying 10.65 percent on new issues. Moody's still rates Chrysler as somewhat speculative, so it would likely be paying better than 12.5 percent on any new debt.

There are others looking at Chrysler's cash pile. UAW local presidents voted last week to seek a reopening of the labor contract. Delaware has asked for early repayment of the loan it made to Chrysler in 1980, and some Midwest states that loaned Chrysler money are at least thinking of following suit.

The vote by the presidents of the Chrysler union locals was advisory. The UAW Chrysler Council, comprised of more local leaders, will have to make the final decision on whether to

seek a contract reopener. The council is scheduled to meet in July.

The union leaders who met last week mentioned figures of \$1 and \$1.50 per hour when discussing wage increases they would like to see.

Chrysler workers granted the company concessions that put them \$2 an hour below the wages at Ford and General Motors, although Chrysler officials in the past have said Chrysler costs per worker actually rival those of GM and Ford.

The reason is that the workers who have survived layoff at Chrysler have higher seniority and, therefore, higher wages on average.

- There is some pressure within the union to try to get the Chrysler contract to expire in September, 1984, at the same time that workers' contracts at GM and Ford expire. Chrysler's current U. S. contract runs until mid-January. Talks would normally begin in October or November.

A Chrysler spokesman said company officials have not made a decision on an early opening of talks and that they are "keeping an open mind on it."

There also has been no decision on whether to repay the \$5 million Delaware loan ahead of schedule. But Vice Chairman Gerald Greenwald recently noted the state was the first to step forward with assistance to Chrysler when it was in trouble.

Delaware has asked Chrysler to repay the 1980 loan to help avert a fiscal crisis in the state.

Chrysler is paying 15.5 percent interest on that loan and has already paid \$2.3 million in interest and principal, according to the company.

Chrysler also has 15.5-percent loans outstanding from Michigan (\$150 million) and Indiana (\$32 million). Illinois holds a 15.75-percent note for \$18.5 million.

Chrysler already has paid the four states almost \$93 million in interest. It has paid \$389 million in interest on the U. S.-backed loans.

Chrysler figured it saved \$437.07 million by retiring the 1981 issue seven years ahead of schedule.

The \$409.93 million check to retire that debt was paid to U. S. Trust Co. of New York, which issued checks last week to 1,000 investors in exchange for the Chrysler notes.

distribute, interstate travel in furtherance of a narcotics transaction and unlawful use of a telephone to further a narcotics transaction.

Two counts, one charging Hetrick with distributing 25 kilos of cocaine, and the other, of conducting a continuing criminal enterprise, were dropped by the government.

Hetrick also pleaded guilty to

Continued on Page 61, Col. 1

DeLorean co-defendant changes plea to guilty

By Matt DeLorenzo
Los Angeles Reporter

LOS ANGELES. — William M. Hetrick, a co-defendant with John Z. DeLorean in a drug trafficking case here, changed his innocent plea to guilty last week as a result of a plea bargaining agreement reached with the government Feb. 24.

The change of plea means that Hetrick could testify against DeLorean.

Hetrick, owner of Morgan Aviation in Mojave, Calif., pleaded guilty to four of the six counts he was charged with in the 11-count indictment against himself, DeLorean and Stephen Arrington.

Those four counts include charges of conspiracy to possess and distribute cocaine, possession of cocaine with intent to

index

Advertising news	32
Auction reports	48
Automotive World News ...	33
Classified advertising	50
Editorial page	10
Engineering	18
Production by make	64
Truck highlights	14

58th year — No. 4973

AUTOMOTIVE NEWS (ISSN 0005-1551) is published weekly except semi-weekly the fourth week in April at 965 E. Jefferson Avenue, Detroit, MI 48207. Second-class postage is paid at Detroit, MI and at additional mailing offices. Postmaster: Send address changes to AUTOMOTIVE NEWS, Circulation 50615.



Chrysler pays off

Daniel P. Davison, left, chairman of U. S. Trust Co. of New York, accepts a check for \$409,933,320 from Chrysler Treasurer Fred W. Zuckerman to retire \$400 million worth of Chrysler's government-guaranteed debt. The first repayment comes seven years ahead of schedule.



An Alliance with China

The first benefit of American Motors' new joint venture with Beijing Automotive Works in the People's Republic of China is the sale of three Renault Alliances to the Chinese Embassy in Washington. AMC Chairman Paul Tippet, left, presents the keys to an Alliance to Chinese Ambassador to the U. S. Zhang Wenjin at the Embassy.

Early-June car market reaches five-year high

By Jenny L. King
Staff Writer

Early June domestic new-car sales climbed 36,540 units to the best total for the period since 1978. Annualized sales based on the June 1-10 performance were 7.6 million.

Compared with the same period a year earlier, domestic sales were up 21.04 percent, adding to 210,188 against 173,648 in 1982. With nine selling days both years, the daily selling rate was also 21.04 percent higher, 23,354 vs. 19,294. Sales have been up in 12 of the 16 periods this calendar year. The 1978 period total was 283,274.

Sales by General Motors dealers were up 30.47 percent, to 131,729 from 100,967 in 1982. It was the best early-June total for the corporation since 1978. Chrysler Corp. reported its sales with the same statement. Chrysler was up 22.19 percent, to 25,197 from 20,622.

Ford Motor Co. was the only major U. S. auto maker to miss its year-ago sales level. Ford was down 4.03 percent, to 45,951 from 47,881. American Motors reported estimated sales of 3,600 new cars, up 50.00 percent from 2,400. Volkswagen of America was up 17.72 percent, to 2,093 from 1,778, and Honda Accord sales reached 1,618 for the period.

- GM claimed 62.67 percent of the market, up from 58.14 percent last year. Ford climbed to 21.86 percent from 27.57 percent. Chrysler was up to 11.99 percent from 11.88 percent. AMC earned 1.71 percent, up from 1.38 percent. VWoA had 1.00 percent, down from 1.03 percent and Honda cornered 0.77 percent compared with no domestic share a year ago.

Chevrolet, the top-selling domestic make, enjoyed a 49.15-percent sales increase in early June, rising to 44,559 from 29,876 last year.

Oldsmobile took second place and had a 66.34-percent increase, to 33,235 from 19,980. Buick was third at 32,720, followed by Ford's 29,277. Buick was up just 0.46 percent while Ford dropped 13.33 percent.

Other makes with sales increases included Chrysler, up 27.70 percent; Dodge, up 51.91 percent; Mercury, up 30.35 percent; Cadillac, up 56.79 percent, and VW, up 17.72 percent.

Plymouth was down 6.93 percent, Imperial was down 69.01 percent, Lincoln was down 19.56 percent, Pontiac was down 7.05 percent and AMC, not including Alliance, was off an estimated 55.00 percent.

Year-to-date sales reached 2,877,065, up 8.28 percent from 2,657,042 a year ago.

DOMESTIC SALES

	June 1-10, 1983	June 1-10, 1982
Renault Alliance	2,520†	
AMC	1,080†	2,400†
AMERICAN MOTORS	3,600†	2,400†
Chrysler	6,607	5,174
Imperial	22	71
Plymouth	7,580	8,144
Dodge	10,988	7,233
CHRYSLER CORP.	25,197	20,622
Ford	29,777	33,778
Mercury	13,919	10,678
Lincoln	2,755	3,425
FORD MOTOR	45,951	47,881
Buick	32,720	3,570
Cadillac	9,776	6,235
Chevrolet	44,559	29,876
Oldsmobile	33,235	19,980
Pontiac	11,439	12,306
GENERAL MOTORS	131,729	100,967
VOLKSWAGEN	2,093	1,778
HONDA	1,618	
U. S. INDUSTRY TOTAL	210,188	173,648

† Estimate.

But warranty questions could be raised

New York lemon law wins approval

By John A. Russell
New York Staff Writer

ALBANY, N. Y. — A lemon law passed by the State Legislature last week could raise warranty questions since it effectively extends the time in which a consumer can obtain reimbursement for or replacement of his automobile to 18,000 miles or two years.

While the new legislation, waiting to be signed by the governor, does not address the question of warranties, it does stipulate that after four attempts within this period to repair the same defect, or after the car has been in the shop

for 30 days for a major defect, the consumer can move to obtain either reimbursement or replacement of the vehicle.

Most domestic manufacturers' warranties are 12 months or 12,000 miles.

A spokesman for the state attorney general's office, which "backed the legislation 100 percent," said the time provision was not a warranty, but only setting up time frames for consumer action.

However, a spokesman for the New York State Automobile Dealers Assn., noted that the time frame does have the

same effect as an extended warranty.

The association opposed the legislation on the grounds that it does not provide anything new for the consumer.

• Under this legislation, passed by overwhelming majorities (146 to 2 in the Assembly and 55 to 1 in the Senate), a consumer would be required to go through an arbitration proceeding before he or she could obtain either reimbursement or replacement.

Also, if the consumer is not satisfied with the results of the arbitration, he or she can go into litigation with the manufacturer.

If the consumer wins the case, the legislation provides that the manufacturer would be required to pay legal expenses.

One point that bothers the state dealer association is that "the consumer will not understand the law." State newspapers have played up the fact that the consumer can obtain another automobile or reimbursement, but there has been little if any mention of the fact that an arbitration proceeding is mandatory.

Peter Peterson, regional public relations manager for General Motors in Buffalo, called the measure unnecessary since "there is legislation which protects the consumer" as well as existing arbitration procedures.

While there are no enforcement procedures against dealers, and David Long, executive director of the Greater New York Automobile Dealers Assn., said his organization does not have great problems with the measure, he also questioned whether the concept of effectively extending a warranty would "hold up." His association did not oppose the measure, but Long added that this effect on the warranties was a legal issue.

The measure stipulates that the consumer must let the dealer or manufacturer attempt to repair the problem then go through the arbitration proceeding established by the manufacturer (the Big Three have these systems in place). After that, the consumer can go to court.

Florida 'lemons' must be replaced under new law

TALLAHASSEE.—Gov. Robert Graham signed legislation that will let Florida car buyers get replacements from manufacturers for "lemons."

The law, which goes into effect Oct. 1, "gives consumers greater assurances against being stuck with a lemon," Graham said.

The lemon law would apply only to cars that are under warranty or during the first year of ownership, whichever is less. If a dealer cannot fix a problem after three attempts, the manufacturer would be required to replace the car or refund the purchase price less an allowance for how much the car has been used.

However, minor problems, such as a broken radio, would not be covered. Only malfunctions that "impair the use, safety or market value" of the car would apply.

Sporty hatch

The new C & C Sport Hatch is available from Cars & Concepts, Brighton, Mich., for 1982 and 1983 Camaros and Firebirds. The one-piece fiberglass component includes a tinted rear glass window and comes completely assembled.



Number 5 million plus 75

Julie Woodworth, second from right, was the 5,000,075th visitor to the General Motors World of Motion Epcot Center pavilion near Orlando, Fla. GM chose to honor the 5,000,075th visitor because 1983 is the 75th anniversary of the founding of GM. Mrs. Woodworth and her husband, Dean, far right, and their daughter Erin, center, join pavilion staff members in commemorating the attendance milestone.

Help on way for Ford, GM in meeting future CAFE

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—Some help for General Motors and Ford Motor Co. in meeting future CAFE (Corporate Average Fuel Economy) standards is on the way.

And even though it may be retroactive to 1980 models, it will not be nearly enough to save GM and Ford from millions of dollars in penalties under the 1975 law. The problem stems from the strong sales of larger cars and the slower sales of smaller cars with higher MPG ratings.

GM and Ford may, indeed, need a change in the law, and Chrysler Corp., American Motors and Volkswagen of America are not expected to be sympathetic.

Neither may a number of congressmen who recognize that even though the country now is awash in cheaper gasoline, the signs are all wrong since petroleum is even more limited than it was 10 years ago despite the fact that the spigot has been running freely.

What EPA can do — and must do, according to a Sixth Circuit Court decision — is give all companies an adjustment factor because of a change in the test procedure used by EPA to measure both emissions and fuel economy.

The change which EPA is considering has nothing to do with the recently announced move to make EPA labels agree more closely with "real-life" driving. That one may help car buyers, but it has nothing to do with the way mileage is calculated by 1975 statute for CAFEs or by separate 1978 statute for the gas-guzzler tax.

• But both CAFEs and the gas-guzzler tax will be affected when EPA decides on an adjustment factor because of changes in test procedures.

Ironically, some of the needed adjustment occurred because Ford asked EPA to cut weight categories as it started its downsizing program in the hope that it would help Ford meet CAFE standards.

EPA complied (during the Ford Administration and Eric Stork, then at EPA, described it as an example of being careful what you wish because it may really happen), but Ford

then discovered the change made it more difficult to meet CAFEs. But other changes such as humidity in the laboratory and dynamometer horsepower control did help.

Later, both Ford and GM, in speaking to the Carter Administration about the need to unshackle the industry during its trauma of finding capital to downsize vehicles, evaluated the adjustment factor as worth 0.6 MPG. This was at the time when the common figure for downsizing cost was one-tenth of an MPG equals \$100 million.

In 1980, Ford and GM took EPA to U. S. Appeals Court in Cincinnati. The three-judge decision which came down in January, 1982, noted that Congress required use of the 1975 yardstick procedures and since EPA had made changes, an adjustment was needed. The court remanded the case to EPA to initiate proper rulemaking for such a factor.

• EPA now has this underway, and GM has indicated the value should be about 0.3 MPG; Ford, about 0.2 MPG. It is rumored that EPA may come in somewhat lower than 0.2 MPG, but this may be retroactive.

Assuming that EPA says 0.2 MPG, that can no longer be equated to \$200 million in capital costs, but it is very important in mitigating future penalties.

Under current law, every miss of a tenth of an MPG carries a fine of \$5 per unit produced. If GM is up to its old volume of 5 million by the '85 model year, that would be \$25

Continued on Page 58, Col. 1

1st Nissan pickup built at Smyrna

SMYRNA, Tenn. — The first Nissan compact pickup truck to be built in the U.S. came off the assembly line here last week with Marvin T. Runyon, president, Nissan Motor Mfg. Corp. U.S.A., at the wheel.

Job 1 was a white, long-bed truck with a blue interior. After official dedication of the \$660 million manufacturing and assembly facility next October, Runyon said, the truck will be placed on permanent loan to Tennessee State Museum in Nashville.

GSA seeks bids on 5,000 cars with air bags

WASHINGTON.—The solicitation to bid on a government contract for 5,000 '85 compact cars with driver-only air bags has been published by the General Services Administration. Ford is the only company known at this time to be actively interested in bidding.

The statutory price limit for the base standard passenger vehicle, excluding special options like the air cushion restraint system, is \$6,000 for sedans and \$6,400 for station wagons.

In the solicitation, the GSA reserves the right to increase the quantity of driver-only air-bagged cars by 100 percent at the same price, but GSA would have to exercise that option within a year.

It also requires shipment of the first five vehicles in October, 1984, with five more the next month. Shipment of the remainder would start in December and be completed no later than the end of March, 1985.

• These cars must have a minimum combined (city and highway EPA cycles) fuel-economy rating of 28 MPG and a minimum 140-CID engine. Also mandated is a red high-mounted stop lamp at the rear, mounted either outside or inside. Ford is given the option of using an anti-lacerative windshield at its own cost if it wants to for a test fleet.

As an additional cost item, GSA expressed interest in a minimum two-year extended warranty and service plan with the option of a yearly renewal

Continued on Page 61, Col. 1

19 different models now in production

Japanese gear up to seize global 4WD market

By John Hartley
Staff Correspondent

TOKYO. — Japan's auto industry is poised to take over the worldwide four-wheel-drive market.

Last year, over 700,000 4WD vehicles were produced in Japan, and 500,000 were exported. This year, production will exceed 800,000 units.

Significantly, 350,000 of the 4WD vehicles produced last year were vans or passenger cars, a market that hardly existed three years ago. Future growth will come from extra 4WD versions of existing models, such as cab-over vans and passenger cars, as well as from smaller off-road vehicles such as the Mitsubishi Pajero (Montero).

The new models will be aimed principally at the leisure or RV market, which is expected to grow rapidly.

Japanese manufacturers expect the traditional 4WD market to expand at a rate of about 15 percent a year for some time, while 4WD will become an option in many passenger cars.

Said Tadasu Wake, general manager, passenger car product planning, Mitsubishi Motors: "We expect strong growth in the passenger-car 4WD business. If possible, all passenger cars should be 4WD, but the problems are cost, weight and fuel consumption."

Those comments are echoed by Kyoji Kanekiyo, manager, marketing and product planning at Nissan, who said: "Four-

wheel drive will be added to passenger cars as an option like power steering, giving the widest choice to the customer."

• Strangely, although sales of 4WD vehicles are generally increasing in the U. S., they have slumped from 980,000 units a year to 440,000 in the past four years. The U. S. is still the best market for 4WD vehicles for Japanese companies, though. Toyota sold 55,000 Hi-Lux 4WDs last year in the U. S., and Nis-

san sold around 35,000 4WD Datsun trucks — that's about 97 percent of all Datsun trucks exported. Then, Fuji Heavy Industries exports almost all its Brats to the U. S.

In the future, the Japanese expect the U. S. market for 4WDs to recover, partly from the fall in the price of gasoline, and partly from the introduction of smaller 4WD vehicles.

Amazingly, 19 different 4WD models are produced in Japan, and they range from the midget vans through passenger cars and a 2-tonne GVW van to large utility vehicles, such as the Toyota Land Cruiser, which is the leader at 129,000 units produced a year. No. 2 seller is the Subaru sedan range, at over 100,000 a year.

Third and fourth in production are the Suzuki Jimny, and Toyota Hi-Lux, but this year, the Toyota Tercel 4WDs may overtake the Hi-Lux's 88,542 total. This shows how quickly the 4WD passenger-car market is growing — the Tercel 4WD was introduced only last fall, and the signs are that it is increasing 4WD sales, rather than competing with existing vehicles.

With the exception of the midgets, the vast majority of Japanese 4WDs are exported. Three years ago, Subaru introduced a 4WD version of its tiny Samba midget van, and soon afterwards Suzuki followed suit. Now Daihatsu, Honda and

Mitsubishi also produce 4WD versions of their midget trucks — which are limited to a 550cc engine and vehicle length and

width of 126 inches and 55 inches respectively.

Since Northern Japan is

Continued on Page 60, Col. 3



Japanese favorite

Toyota Land Cruiser is the dominant 4WD vehicle produced in Japan, with production last year reaching 129,000. Outside of Japan, its main markets are Saudi Arabia and Australia.



Looking to the future

From now on, growth in the 4WD market is expected to be most vigorous among the smaller off-road vehicles, such as this Mitsubishi Pajero (called Montero in the U. S.).



Tops among the smaller 4WDs

Suzuki's tiny Jimny trails Toyota Land Cruiser and Subaru sedan range in the domestic 4WD field, but is tops among the smaller models and is third over-all in production.



Isuzu Trooper based on truck

One of the group of new light-duty 4WDs produced in Japan is the Isuzu Trooper, which is based on the chassis of the KB truck.

Ford Motor marks 80th anniversary

DEARBORN. — Ford Motor Co. observed its 80th anniversary June 16.

At the time of its incorporation in 1903, Ford was staffed with 10 people. Today, the company is one of the world's largest industrial enterprises with active manufacturing, assembly and sales operations in 29 countries, on six continents. There are 135 company locations around the world.

More than 375,000 men and women now come to work each day in Ford factories, laboratories and offices. Ford products are sold in nearly 150 nations and territories by a global network of some 10,500 dealers. The company's annual sales exceed the gross national products of many industrialized nations.



IT'S COMING!

NADA • 1984 • DALLAS
CONVENTION/EXPOSITION
REGISTRATION PACKAGE

A Proven Source for profitable information
(P.S. NADA)

After catching Japanese on output in 1985

U.S. to regain auto crown by 1986

Continued from Page 1

growth in all three markets will be 1984, with significantly smaller increases — and even a few decreases in production and sales — thereafter.

By 1985, U. S. makers are expected to be building 7.8 million cars; the Japanese 7.8 million. The following year, U. S. will be building 8.2 million; Japan, 8.0 million. (Japan has been the world leader in production since 1980.)

Of course, the definition of a "U. S. maker" will be somewhat hazy by 1985: Honda is already selling cars made in the U. S.; Toyota-GM cars are slated for U. S. production beginning in late 1984, and other Japanese firms may be assembling in the U. S. by mid-decade, as well.

This year's projected U. S. production — 7.17 million cars — will be the highest since the 8.42 million built in 1979.

Struggle though the domestics may — and even with boosts from U. S.-assembled Toyotas, Hondas and Renaults — the domestic makers are not expected to see another year to equal 1979 production through the forecast period.

By 1987, U. S. car registrations — domestics plus imports — are expected to be 11.49 million, topping the 1973 sales record of 11.30 million.

Even 1984 should be a good year for the U. S. auto industry. The Automotive News World Outlook calls for 7.90 million do-

mestic sales and 2.33 million imports for a total of 10.23 million car sales. There hasn't been a 10-million car year since 1979.

Trucks are expected to add another 3.39 million units, for total vehicles sales of 13.62 million.

Growth in the medium and heavy-truck range is forecast at more than 26 percent in 1984; light-truck sales are expected to increase 17.5 percent during the year.

Steady gasoline prices will keep the full-size and intermediate-size cars selling at their current brisk pace. These lines

are expected to see increases of 19 percent this year and 16 percent next year, compared with the industry average of 12 and 14 percent, respectively.

Compacts and subcompacts will continue to be less in demand, with sales increases of 5 and 12 percent for the two years.

AUTOMOTIVE NEWS WORLD OUTLOOK

Generated by Data Resources, Inc.

U. S. Macroeconomic Outlook

	Year 1982	1st Qtr. 1983	2nd Qtr. 1983	3rd Qtr. 1983	4th Qtr. 1983	Year 1983	1st Qtr. 1984	2nd Qtr. 1984	3rd Qtr. 1984	4th Qtr. 1984	Year 1984
% change gross national product—1972 dollars	-1.77	3.77	3.13	4.36	4.71	2.88	4.71	5.08	5.15	4.61	4.83
Index of production workers wages	2.92	3.02	3.04	3.08	3.11	3.06	3.15	3.19	3.23	3.28	3.21
Consumer price index (all urban)—all items	2.89	2.94	2.97	3.00	3.04	2.99	3.07	3.11	3.15	3.19	3.13
Unemployment rate—all civilian workers		10.37	10.09	9.73	9.49	9.92	9.25	9.04	8.86	8.71	8.97
Index of consumer sentiment	0.68	0.75	0.87	0.88	0.87	0.84	0.86	0.85	0.84	0.83	0.85
Housing starts private including farm—total	1.06	1.70	1.56	1.61	1.63	1.62	1.66	1.70	1.73	1.76	1.71
Index of real gasoline prices (1981:4=1)	0.93	0.88	0.90	0.91	0.91	0.90	0.92	0.93	0.94	0.95	0.93

U. S. Financial Outlook

Price rate on short-term business loans	14.86	10.88	10.50	10.50	10.75	10.66	11.57	11.37	11.10	10.71	11.19
Finance rate on consumer auto loans	16.32	14.81	13.75	13.47	13.54	13.89	13.65	13.72	13.72	13.70	13.70
Real new-issue rate	5.56	3.63	3.45	3.52	3.89	3.65	4.16	4.49	4.75	4.99	4.59
Real short-term interest rate	6.34	4.23	3.86	4.37	4.66	4.28	4.37	4.28	3.88	3.58	4.03
Personal savings as % disposable income	13.53	12.39	12.69	14.31	14.45	13.46	15.37	15.34	15.63	15.93	15.57
Ratio of corporate profits to GNP	5.71	5.62	5.98	6.22	6.32	6.03	6.51	6.62	6.73	6.95	6.70
Ratio of fixed investment to GNP	11.37	10.66	10.42	10.28	10.25	10.40	10.25	10.26	10.27	10.28	10.26

U. S. Automotive Outlook

Total new passenger car retail sales rate—units	7.98	8.40	8.70	9.06	9.67	8.96	9.91	10.13	10.34	10.55	10.23
Domestic share %	72.17	73.69	75.57	75.77	76.39	75.36	76.57	77.02	77.51	77.65	77.19
Fuel efficient units	3.99	—	—	—	—	4.21	—	—	—	—	4.71
Full size and intermediate units	3.99	—	—	—	—	4.75	—	—	—	—	5.52
Import share %	27.81	26.31	24.43	24.23	23.61	24.64	23.43	22.98	22.49	22.35	22.81
Dealer deliveries—light trucks—units	2.38	2.47	2.62	2.77	2.87	2.68	3.03	3.13	3.14	3.29	3.15
Dealer deliveries—Class 6-8 trucks—units	0.18	0.17	0.19	0.20	0.21	0.19	0.22	0.24	0.25	0.27	0.24

WORLD OUTLOOK—NEW-CAR REGISTRATIONS

	1980	1981	1982	1983	1984	1985	1986	1987	1988
West Germany	2.426	2.330	2.156	2.223	2.265	2.407	2.489	2.526	2.540
France	1.873	1.835	2.056	1.912	2.004	2.039	2.025	2.049	2.062
United Kingdom	1.514	1.485	1.555	1.681	1.650	1.641	1.654	1.693	1.712
Italy	1.718	1.733	1.684	1.611	1.703	1.739	1.720	1.714	1.721
Netherlands	0.450	0.389	0.407	0.410	0.423	0.454	0.448	0.464	0.480
Belgium	0.382	0.342	0.326	0.320	0.331	0.347	0.372	0.401	0.409
Denmark	0.074	0.072	0.086	0.088	0.106	0.115	0.116	0.113	0.120
Eire	0.092	0.105	0.074	0.065	0.070	0.078	0.083	0.092	0.103
Greece	0.036	0.047	0.070	0.067	0.074	0.080	0.077	0.074	0.068
Total present EEC	8.565	8.338	8.414	8.377	8.626	8.900	8.984	9.125	9.216
Sweden	0.193	0.189	0.218	0.236	0.227	0.240	0.248	0.255	0.262
Norway	0.096	0.105	0.116	0.128	0.125	0.132	0.129	0.121	0.135
Finland	0.103	0.105	0.127	0.132	0.134	0.127	0.124	0.129	0.136
Switzerland	0.280	0.291	0.291	0.294	0.302	0.309	0.301	0.294	0.306
Austria	0.228	0.199	0.201	0.218	0.240	0.248	0.251	0.239	0.246
Spain	0.574	0.506	0.530	0.540	0.569	0.602	0.628	0.666	0.702
Portugal	0.058	0.079	0.093	0.092	0.096	0.103	0.098	0.107	0.113
Total Europe	10.097	9.812	9.990	10.017	10.319	10.651	10.763	10.936	11.116
United States	8.981	8.533	7.979	9.006	10.337	10.884	11.161	11.494	11.355
Canada	0.932	0.904	0.713	0.841	0.989	1.025	1.043	1.059	1.080
Total North American	9.913	9.437	8.692	9.847	11.326	11.909	12.204	12.553	12.435
Japan	2.854	2.867	3.038	3.131	3.203	3.214	3.296	3.266	3.276
Taiwan	0.106	0.137	0.139	0.154	0.182	0.244	0.303	0.338	0.382
Australia	0.451	0.463	0.480	0.446	0.494	0.519	0.538	0.548	0.561
South Africa	0.277	0.302	0.283	0.270	0.294	0.321	0.359	0.382	0.391
Mexico	0.286	0.342	0.296	0.281	0.309	0.354	0.396	0.380	0.415
Brazil	0.805	0.478	0.554	0.621	0.794	1.049	1.130	1.174	1.221
Argentina	0.224	0.152	0.114	0.118	0.136	0.172	0.203	0.246	0.299
Total World Car Registrations	25.013	23.990	23.586	24.885	27.057	28.443	29.192	29.823	30.096

WORLD OUTLOOK—CAR PRODUCTION

	1980	1981	1982	1983	1984	1985	1986	1987	1988
West Germany	3.521	3.578	3.761	3.627	3.725	3.928	4.011	4.068	4.127
France	2.939	2.612	2.777	2.683	2.760	2.815	2.797	2.815	2.836
United Kingdom	0.924	0.943	0.888	0.997	1.005	0.988	0.953	0.946	0.960
Italy	1.445	1.254	1.267	1.399	1.490	1.544	1.549	1.521	1.529
Netherlands	0.081	0.078	0.088	0.093	0.083	0.087	0.088	0.090	0.093
Belgium	0.220	0.200	0.228	0.245	0.225	0.213	0.213	0.213	0.213
Total EEC	9.130	8.665	9.009	9.044	9.287	9.574	9.610	9.652	9.758
Sweden	0.235	0.258	0.295	0.334	0.351	0.363	0.369	0.376	0.381
Spain	1.029	0.855	0.935	1.027	1.144	1.189	1.219	1.324	1.360
Total Western Europe	10.394	9.778	10.239	10.405	10.781	11.126	11.198	11.353	11.499
United States	6.417	6.280	4.974	6.535	7.401	7.796	7.997	8.237	8.137
Total North American	7.254	7.024	5.781	7.166	8.134	8.553	8.768	9.019	8.933
Japan	7.038	6.974	6.887	7.079	7.578	7.797	7.964	8.033	8.046
Taiwan	0.106	0.137	0.139	0.154	0.242	0.324	0.423	0.468	0.522
Australia	0.320	0.362	0.363	0.349	0.376	0.403	0.423	0.439	0.460
South Africa	0.276	0.301	0.285	0.271	0.292	0.327	0.360	0.381	0.391
Mexico	0.317	0.369	0.339	0.327	0.337	0.348	0.362	0.381	0.398
Brazil	0.960	0.631	0.675	0.769	0.967	1.231	1.320	1.357	1.403
Argentina	0.226	0.148	0.118	0.120	0.138	0.176	0.209	0.253	0.309

EUROPEAN TRUCK/VAN OUTLOOK

	1980	1981	1982	1983	1984	1985	1986	1987	1988
Registrations									
West Germany	0.222	0.197	0.162	0.174	0.190	0.204	0.213	0.205	0.209
France	0.315	0.325	0.353	0.310	0.325	0.330	0.324	0.315	0.336
United Kingdom	0.255	0.202	0.217	0.235	0.239	0.249	0.258	0.268	0.271
Italy	0.147	0.149	0.152	0.138	0.146	0.154	0.146	0.151	0.158
Spain	0.086	0.080	0.093	0.093	0.095	0.094	0.093	0.099	0.099
Sweden	0.019	0.017	0.017	0.017	0.018	0.019	0.020	0.019	0.020
Netherlands	0.046	0.041	0.037	0.038	0.039	0.040	0.039	0.039	0.039
Belgium	0.030	0.027	0.027	0.027	0.028	0.030	0.031	0.031	0.033
Production									
West Germany	0.447	0.393	0.366	0.342	0.369	0.397	0.421	0.424	0.440
France	0.437	0.405	0.368	0.334	0.358	0.365	0.372	0.369	0.390
United Kingdom	0.327	0.180	0.225	0.237	0.234	0.244	0.256	0.260	0.265
Italy	0.158	0.168	0.149	0.163	0.167	0.169	0.168	0.173	0.179
Spain	0.130	0.113	0.123	0.131	0.133	0.128	0.123	0.129	0.129
Sweden	0.055	0.050	0.050	0.047	0.050	0.055	0.060	0.059	0.060
Netherlands	0.016	0.012	0.011	0.011	0.013	0.013	0.014	0.014	0.014

Notes: Truck production figures for Netherlands and Sweden are for trucks over 3.5 tonnes GVW. Units stated in millions. Totals may not add due to rounding.

Makers expected to hold price line on '84 small cars

Continued from Page 1

Mini Ram Van) and B-Series wagons; \$300 on light-duty pickups, D and W 100/150 Series (including sport utility); \$500 on D and W 250/350 Series; \$400 on Rampage, and \$200 on D-500 import pickups.

In lieu of cash, fleet buyers can choose options such as AM/FM stereo, speed control, deluxe wipers, power door locks and rear defroster on most domestic cars. (The alternative options are not available on imports or trucks.)

The company is also offering a guaranteed depreciation plan for all front-wheel-drive cars, except imports, based on Automotive Market Report figures. For 12-15 months in service, for example, vehicles are protected with a 1.75 percent monthly depreciation and for 18 to 36 months for a 1.50 percent a month depreciation.

There's also a fast-start allowance payment of \$200 on Omni/Horizon and Charger/Turismo fleet orders placed by Sept. 30, 1983.

Carder picked to head dealers in Arkansas

LITTLE ROCK.—Frank Carder, Carder Buick—Oldsmobile—Mazda, Searcy, has been elected president of the Arkansas Automobile Dealers Assn.

Bob Russell, Russell Chevrolet, North Little Rock, was elected first vice president and Hervey Aycock, Aycock Pontiac, Jonesboro, treasurer.

Mainella's 25th year

PHILLIPPI, W. Va. — Louis Mainella, Louis Chevrolet, was honored for his 25 years as a Chevrolet dealer.

truck industry news

Total—273,409—is second-highest in 15 months

May truck sales rise 11.3 percent

Retail sales of trucks of all types in the U. S. in May were the second-highest of the year, and the total also was the second best in 15 months. The total for March, 1983, was the only one to top last month's count.

In May, according to preliminary reports, the nation's franchised dealers and factory outlets retailed 273,409 new trucks, an increase of 11.3 percent over last year's 245,741 units, the fourth-highest total in the 15-

month period.

The five-month total for 1983 was up 6.3 percent to an estimated 1,192,018 units, compared with 1,121,073 a year ago.

Brisk sales of light trucks, especially the compact vehicles and vans, continued to lead the way. In May, they were 13.4 percent higher than a year ago, and the five-month count was up 7.9 percent.

During the month, 259,413 new light trucks were retailed

in the U. S., compared with 228,813 in May, 1982. Through May, the total was 1,120,027, as against 1,037,841 units in the first five months of 1982.

Sales of heavies were down for May and the January-May period, while the mediums were off during the month, but slightly higher for the first five months.

• During the month, 9,852 heavy trucks were sold, down 20.3 percent from last year's 12,355. Through May, the total was 53,585 units, a decline of 17.4 percent from the year-earlier 65,057.

Sales of mediums in May were off 9.4 percent, from 4,573 units a year ago to 4,144. For the five-month period, however, the total was 18,406 units, 31 more than the 18,375 vehicles retailed in the like period in 1982.

Compact-truck sales were up dramatically for both May and the five-month period.

During the month, dealers retailed 93,501 of the small trucks, an increase of 32.6 percent over last year's 70,519. Through May, the total was 29.3 percent higher, from 315,406 units a year ago to 408,263.

May sales of the domestic compacts totaled 54,384 units, up 35.1 percent over last year's 40,253. Through May, the count was 52.7 percent higher, from 156,200 units a year ago to 238,564.

During the month, dealers sold 39,117 imported pickups—both captive and non-captive—an increase of 29.2 percent over the year-earlier 30,266. The five-

Continued on Page 60, Col. 1



Designed to reduce fuel use

The objective of the Ford Concept Cargo truck is to reduce fuel consumption by 20 percent, so the body is a "sandwich" of aluminum honeycomb and balsa wood.

20 pct. fuel cut is goal of Ford truck for '90s

By Richard Feast
European Editor

LONDON.—Ford of Europe truck engineers are working on a vehicle for the 1990s. The results are incorporated in a truck called Concept Cargo, said to have a 20 percent reduction in fuel consumption.

Concept Cargo is based on Ford's regular production Cargo model, Europe's Truck of the Year in 1982. Among the experimental model's features are front and rear disc brakes, radial ply tires for improved handling and road holding, and lightweight composite springs and prop shaft.

Peter Nevitt, Ford director of truck engineering, noting the vehicle embodies the most up to date truck technology, says, "It is a fully engineered working truck—a mobile test bed for advance ideas—and should not be regarded merely as a static dream for the future."

• Concept Cargo has a 6.2-liter six-cylinder turbo diesel engine designed to produce greater power and torque at lower

speeds than current engines. Outputs are matched to optimum gear and axle ratios.

Transmission and springing composites save 207 pounds in weight. Disc brakes—besides giving better all-around performance and lower servicing costs—save another 44 pounds.

Emphasis is placed on aerodynamics. There are an integral front bumper and air dam, a cab roof spoiler and a collar that fills the gap between cab and box body. Wheel arches are enclosed for smoother air flow by polypropylene brush skirts. Insides of the wheel arches are lined with a bristle-type material that minimizes spray in wet weather.

Lattice structures between front and rear wheels are used to withstand side impact loads of up to one ton.

Bodywork is constructed of aluminum honeycomb and balsa wood "sandwich" materials. Some cab glass is replaced by lighter-weight polycarbonate plastic. The regular truck's steel floor is replaced by a steel/plastic/steel sandwich that saves weight and absorbs engine noise.



Disc brakes reduce weight

Disc brakes, on all four wheels of Ford of Europe's Concept Cargo truck for the 1990s, have semi-metallic asbestos-free pads and produce a weight saving of 44 pounds. Disc brakes give better all-around performance and lower service costs.

Renault to take over operations at Mack

ALLENTOWN, Pa.—Renault will take over operating control of Mack Trucks, Inc., under an agreement reached with Signal Cos., Mack's parent. Renault is increasing its Mack ownership from 20 percent to 45 percent.

At the same time, Mack has filed with the Securities & Exchange Commission for an initial public offering of 10 million common shares. Signal said it will sell 6.7 million shares, while

Mack will offer 3.3 million new shares.

The stock offering, plus the \$100 million which Renault will pay for the increased Mack holdings, will reduce Signal's ownership of the ailing truck manufacturer from 80 percent to 27 percent.

Under the agreement with the French vehicle producer—subject to completion of definitive agreements, governmental approvals and other conditions—the \$100 million purchase price will be added to Mack's capital over a three-year period, rather than go directly to Signal.

Renault also will receive a warrant to purchase an additional 15 percent of Mack.

• Proceeds from the Mack stock offering will be used for additional working capital and capital expenditures, a Signal spokesman said.

Mack, whose sales have slumped sharply as a result of the recession, had a loss of \$108 million in the first quarter of 1983. For all of 1982, it had a loss of \$23.3 million on sales of \$1.29 billion.

Signal announced at its annual meeting last April that it would dispose of its interest in Mack as part of a plan to restructure Signal "into a high-technology and engineering company."

Renault acquired its 20 percent interest in Mack starting in 1979, as part of a program for Mack to market Renault-built Mack Mid-Liner medium trucks in North America. The French firm paid \$115 million for the Mack holdings.

Nissan offering 8.8 pct. financing on small trucks

CARSON, Calif.—Nissan U.S.A. has announced that it will offer 8.8 percent financing on its pickup trucks. The program started June 14 and continues through July 31.

Under the offer, the buyer of a new Nissan/Datsun truck who makes his purchase on credit pays only 8.8 percent annual interest through participating lending institutions.

Nissan U.S.A. pays the difference between that rate and the lender's normal rate, up to a maximum of 14.75 percent.

Nissan has had a 9.9 percent interest rate program on trucks for several months, a move which it said has produced a 33 percent increase in sales.

"We want to maintain that momentum," said C. P. (Chuck) King, Nissan's senior vice president/sales.

"The new rate reflects the downward trend in financing rates and makes us competitive with other companies."



Mazda adds sporty pickup

Mazda has added a sporty new trim level—the SE-5—to its B2000 compact-pickup truck line. Standard equipment includes bold exterior stripes, rear step bumper, sports mirrors on both doors and white, spoked wheels. The SE-5's suggested retail price is \$5,995.

GNB introduces new battery line for light trucks

ST. PAUL, Minn.—A new line of batteries, called Power Breed and designed especially for light trucks and vans, has been introduced by GNB Batteries, Inc.

The new maintenance-free batteries provide up to 100 more cold-cranking amps of peak starting power than other batteries in their class, a GNB spokesman said.

"Many of the 30.5 million light trucks and vans on the road are high-use vehicles that need this kind of extra power for day-in, day-out performance," he added.

"The new units also provide up to 25 percent more reserve capacity, which is important to many light-truck and van owners who use electrical accessories like CBs, radios and tape decks when the engine is not running," he said.

The new line will fit 95 percent of the light trucks and vans on the road today, he said, as well as most domestic and foreign-made cars.

"The extra power from the new batteries is especially important for vehicles with four- and six-cylinder engines which actually need more starting power than larger engines," he continued.

Other features of the new

Continued on Page 46, Col. 3

PRODUCTION OVERSEAS

UNITED KINGDOM

Cars	2 mos., 1983	2 mos., 1982
BL	75,278	79,916
Austin Rover	67,960	74,209
Jaguar	4,837	3,532
Land Rover	2,481	2,175
Carbodies	298	
deLorean		994
Ford	51,452	55,019
Lotus	91	69
Reliant	16	16
Rolls-Royce	209	347
Talbot	18,342	6,931
TVR	24	20
Vauxhall	22,233	15,416
Others	103	94
Total	168,046	158,822

Trucks, buses	2 mos., 1983	2 mos., 1982
Bedford	7,169	7,369
BL	15,937	14,069
Austin Rover	5,711	3,223
Land Rover	8,228	9,474
Leyland Veh.	1,998	1,372
ERF	284	231
Ford	19,713	16,726
Hestair Dennis	107	135
Karrier	794	1,341
MCW	72	59
Sandbach (Foden)	111	114
Seddon Atkinson	236	186
Others	135	69

Total 44,558 40,299
Total vehicles 212,604 199,121

SPAIN

Cars	3 mos., 1983	3 mos., 1982
Citroen	32,879	23,618
Ford	58,035	52,553
General Motors	44,951	
Renault	84,173	74,742
Seat	57,515	71,215
Talbot	13,317	13,179
Total	290,870	235,307

Trucks, buses	3 mos., 1983	3 mos., 1982
CAF		146
Citroen	6,927	9,567
Enasa	3,963	2,373
Ford	1,485	2,167
Hispavinsa	738	758
Land Rover	5,953	3,549
Mercedes-Benz	2,586	3,729
Motor Iberica	5,276	4,781
Renault	8,513	8,218
Seat	5,902	559
Talbot	203	
Total	40,989	35,847
Total vehicles	331,859	271,154

JAPAN

Cars	3 mos., 1983	3 mos., 1982
Daihatsu	45,343	33,118
Fuji	59,594	50,008
Honda	210,189	219,511
Isuzu	24,837	32,365
Mitsubishi	138,413	146,122

SPAIN'S VEHICLE PRODUCTION IN 1982

Manufacturer	Production	Registrations	Exports
Citroen	94,498	48,155	51,767
Ford	222,026	66,634	158,017
General Motors	21,812	3,331	14,617
Renault	296,107	165,065	134,243
Seat	240,005	130,447	124,831
Talbot	53,052	43,167	11,682
Total	927,500	486,771	495,157

SPANISH INDUSTRY IN FIGURES

(Dec. 31, 1981)

Manufacturer	Annual Sales*	Employment
Automoviles Talbot	48,000	13,472
CAF	996	285
Citroen Hispania	60,873	9,887
Enasa	42,000	9,975
Ford Espana	135,000	21,952
General Motors	110,921	9,736
GM-Espana +	4,500	2,611
Jean Deere Iberica	11,555	1,507
Land Rover Santana	14,592	3,686
Mercedes-Benz Espana	13,600	3,914
Grupo Motor Iberica	38,017	8,100
Seat	113,000	25,500
Satra	438	387
Total	593,492	111,022

*Millions of pesetas. Exchange rate, May 1983, 136PTA/\$.
+Statistics (latest available) date from before the start of GM production in Spain.
Source: ANFAC

Fiat

Continued from Page 35

the old 127 hatchback, the Uno's predecessor. It is 1.3-liter and 45-HP, the same as the 45S gasoline version of the Uno.

While the diesel has the same top speed as the 45S (87-MPH),

its fuel consumption is 5 to 10 percent less. In a country like Italy, where diesel fuel costs half the price of gas, its appeal is evident.

According to Fiat, last year's annual diesel car demand in Europe is exceeding one million, or around one in 10 sales. But in Italy, where Fiat recently

moved to around 55 percent of market penetration, the diesel proportion is one in five. In Italy last year diesel passenger car sales were 327,000.

Paulo Scolari, Fiat Auto's chief engineer, says "This engine is very important to us, especially on the Italian market. It is not quite so important in the rest of Europe, but we see a lot of growth in that area."

Diesel versions of the Uno will amount to around 15 percent of output. At present the model has little opposition. Apart from the three-cylinder Daihatsu, a company with a limited presence in Europe, there is nothing.

There are plenty of diesels in the lower-medium category (Golf, Kadett, R9, Ritmo) but in the supermini segment the Uno diesel is on its own for the present.

Ford's new diesel is expected to power the Fiesta (as well as Escort) and a diesel version of Peugeot's new 205 is anticipated soon. Over the medium term, General Motors, Volkswagen and Renault cannot be expected to allow Fiat to carve out this niche for itself.



The diesel Uno was launched in Italy, enters France later this year and other countries in February.

REGISTRATIONS OVERSEAS

AUSTRIA

Cars	4 mos., 1983	4 mos., 1982
Alfa Romeo	970	1,027
BL	186	249
BMW	3,459	2,819
Daihatsu	323	93
Datsun	6,283	4,137
Fiat Auto	4,578	4,683
Ford	7,852	5,670
General Motors	13,333	10,787
Honda	1,486	744
Lada	621	612
Mazda	9,774	6,987
Mercedes-Benz	2,812	2,753
Mitsubishi	1,801	1,331
Peugeot SA	5,791	5,920
Citroen	2,402	2,524
Peugeot/Talbot	3,389	3,396
Porsche	199	162
Renault	4,135	4,498
Saab	109	195
Skoda	321	115
Subaru	1,346	1,040
Suzuki	327	340
Toyota	4,299	2,310
VAG	18,544	14,619
Volvo	1,456	1,056
Others	55	59
Total	90,130	71,033

UNITED KINGDOM

Cars	4 mos., 1983	4 mos., 1982
Alfa Romeo	2,658	3,267
BL	117,239	93,468
Austin Rover	113,667	90,001
Jaguar	2,604	2,524
Range Rover	968	943
BMW	9,744	8,891
Daihatsu	1,642	1,785
Datsun	30,723	30,348
Fiat Auto	17,127	19,361

Ford	197,208	174,216
FSO	1,350	955
General Motors	86,997	65,610
Honda	5,363	4,529
Hyundai	1,111	742
Lada	6,505	5,430
Lotus	167	153
Mazda	5,554	4,269
Mercedes-Benz	5,490	5,033
Mitsubishi	3,181	2,374
Peugeot SA	39,959	36,960
Citroen	9,892	8,990
Peugeot	6,986	7,387
Talbot	23,081	19,313
Reliant	37	51
Renault	24,913	25,312
Rolls-Royce	279	353
Saab	3,529	3,554
Skoda	3,606	2,438
Subaru	948	880
Suzuki	1,298	1,040
Toyota	9,709	8,306
VAG	38,909	31,707
Volvo	23,746	18,902
Zastava	1,245	684
Others	1,881	1,448
Total	642,118	550,796

SWEDEN

Cars	4 mos., 1983	4 mos., 1982
Alfa Romeo	160	167
BMW	1,153	1,097
Daihatsu	230	292
Datsun	1,593	1,577
Fiat Auto	1,488	1,591
Ford	6,691	7,271
General Motors	6,122	7,251
Honda	1,013	1,273
Lada	567	949
Mazda	3,635	3,151
Mercedes-Benz	1,250	1,635
Mitsubishi	540	471
Peugeot SA	3,048	2,098
Citroen	936	832
Peugeot/Talbot	2,112	1,266
Porsche	54	52
Renault	652	681
Saab	10,037	10,267
Skoda	124	147
Subaru	177	99
Toyota	2,745	2,773
VAG	7,221	8,721
Volvo	21,126	19,762
Others	10	17
Total	68,603	71,342

JAPAN

Cars	3 mos., 1983	3 mos., 1982
Daihatsu	27,225	19,985
Fuji	20,156	18,863
Honda	60,106	55,887
Isuzu	12,827	14,182
Mitsubishi	50,923	63,604
Nissan	231,559	223,934
Suzuki	23,012	15,048
Toyo Kogyo	63,571	56,139
Toyota	313,778	292,907
Imports (all)	8,145	8,402
Total	811,302	768,951

Trucks, buses

Daihatsu	64,702	58,229
Fuji	50,364	45,886
Hino	10,811	11,191
Honda	39,247	29,140
Isuzu	29,827	31,229
Mitsubishi	92,128	71,214
Nissan	77,118	80,694
Nissan Diesel	5,702	5,559
Suzuki	91,526	91,135
Toyo Kogyo	35,123	35,582
Toyota	97,413	93,814
Total	583,961	553,673
Total vehicles	1,395,263	1,322,624

WEST GERMANY

Cars	3 mos., 1983	3 mos., 1982
Alfa Romeo	3,120	2,960
Bertone	391	
BL	1,442	1,078
BMW	42,643	34,544
Daihatsu	1,533	1,502
Datsun	11,503	9,310
Fiat Auto	26,875	28,561
Ford	84,147	76,131
General Motors	127,285	116,579
Honda	8,872	7,923
Lada	2,097	1,763
Mazda	11,944	9,013
Mercedes-Benz	66,446	61,754
Mitsubishi	10,021	8,353
Peugeot SA	23,767	26,973
Citroen	11,248	11,851
Peugeot/Talbot	12,519	15,122

Pininfarina	122	
Porsche	3,516	2,600
Renault	23,748	24,397
Saab	1,001	729
Skoda	391	416
Subaru	1,609	1,098
Suzuki	3,156	2,417
Toyota	13,814	9,489
VAG	182,009	181,690
Audi	47,861	24,720
Volkswagen	134,148	146,970
Volvo	4,284	2,904
Others	443	523
Total	656,021	612,821

HOLLAND

Cars	3 mos., 1983	3 mos., 1982
Alfa Romeo	933	1,048
BL	2,815	1,730
BMW	5,581	4,632
Daihatsu	1,315	398
Datsun	8,066	5,362
Fiat Auto	9,032	6,734
Ford	16,762	12,022
General Motors	22,728	20,901
Honda	3,755	5,565
Hyundai	1,227	356
Lada	2,794	2,168
Mazda	5,854	4,113
Mercedes-Benz	2,838	2,786
Mitsubishi	4,968	4,382
Peugeot SA	17,372	16,552
Citroen	7,704	7,653
Peugeot/Talbot	9,668	8,899
Porsche	84	71
Renault	9,502	11,150
Saab	1,425	1,086
Skoda	554	203
Subaru	1,127	265
Suzuki	3,566	1,726
Toyota	7,173	5,247
VAG	12,279	11,811
Volvo	7,480	4,116
Zastava	409	250
Total	149,699	124,762

DENMARK

Cars	3 mos., 1983	3 mos., 1982
Alfa Romeo	83	37
BL	38	152
BMW	573	539
Daihatsu	976	323
Datsun	2,157	887
Fiat	1,137	1,352
Ford	4,557	3,642
FSO	140	102
General Motors	3,845	3,773
Honda	363	130
Lada	1,343	1,537
Mazda	3,067	2,806
Mercedes-Benz	227	238
Mitsubishi	258	305
Peugeot SA	2,224	1,801
Citroen	1,267	861
Peugeot/Talbot	957	940
Renault	181	179
Saab	712	966
Skoda	2,102	2,121
Subaru	84	63
Toyota	2,824	1,682
Trabant	44	
VAG	1,452	1,525
Volvo	1,103	922
Wartburg	328	32
Total	29,820	25,058

REPUBLIC OF IRELAND

Cars	12 mos., 1982	12 mos., 1981
Alfa Romeo	389	551
Aston Martin	25	1
BL	2,908	4,487
BMW	644	779
Daihatsu	17	899
Datsun	7,456	11,534
Fiat Auto	6,668	10,191
Ford	16,478	22,694
General Motors	8,016	11,464
Lotus	13	2
Mazda	1,804	3,494
Mercedes-Benz	497	630
Morgan	10	1
Peugeot SA	2,869	5,281
Citroen	335	802
Peugeot	1,486	2,436
Talbot	1,048	2,043
Porsche	18	12
Renault	7,558	9,160
Subaru	154	171
Toyota	10,698	15,170
VAG	4,794	6,967
Volvo	1,050	1,557
Others	358	45
Total	72,424	105,090

factories list auction dates

Chrysler Corp.

June 21—Aptco Auto Auction, Taylor, Mich.
June 23—Florida Auto Auction of Orlando, Ocoee, Fla.
June 24—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Ford Motor Co.

June 21—Harrisonburg Auto Auction, Harrisonburg, Va.
June 22—Golden Gate Auto Auction, Fremont, Calif.
June 23—Nashville Auto Auction, Nashville, Tenn.

June 28—Aptco Auto Auction, Taylor, Mich., and Dallas Auto Auction, Dallas, Tex.

June 29—Northway Exchange, Clifton Park, N. Y., and Clanton's Auto Auction, Darlington, S. C.

American Motors

June 21—D-A Auto Auction, New Stanton, Pa.
June 22—Metro Milwaukee Auto Auction, Caledonia, Wis.; Kansas City Auto Auction, Kansas City, Mo.; Southern Auto

Auction, Warehouse Point, Conn., and Columbus Fair Auto Auction, Obetz, O.

June 23—Minneapolis Northstar Auto Auction, Shakopee, Minn.

June 24—Floyd Hauhe Auto

Auction, Bridgeton, Mo.; Concord Auto Auction, Acton, Mass.

June 28—Aptco Auto Auction, Taylor, Mich.

June 29—Central States Auto Auction, Mason City, Ia., and Columbus Fair Auto Auction, Obetz, O.

General Motors Corp.

June 23—Indianapolis Auto Auction, Indianapolis, Ind.
June 28—Southern Auto Auction, E. Windsor, Conn.
June 30—Nashville Auto Auction, Nashville, Tenn.
June 30—166 Auto Auction, Springfield, Mo.
June 30—Minneapolis Northstar Auto Auction, Shakopee,

Model breakdown Auction Averages

	JUNE TO DATE	MAY	APRIL
1983.....	\$10,279	\$10,203	\$ 8,595
1982.....	8,092	8,011	8,142
1981.....	6,306	6,258	6,140
1980.....	5,337	5,198	5,342
1979.....	4,677	4,630	4,498
1978.....	3,473	3,444	3,511
1977.....	2,926	2,705	2,828
1976.....	2,034	2,199	2,012
Overall			
Average \$	5,258	\$ 5,173	\$ 5,069

Minn.; Evansville Auto Auction, Evansville, Ind., and Todd Auto Auction, Telford, Pa.

used-car auction directory

Display Rates: \$64.00 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1 time.

\$20.00; 13-times, \$18.50; 26-times, \$16.50; 52-times, \$13.50. For Frequency Display Rates Contact Want Ad Dept., Automotive News,

965 E. Jefferson, Detroit 48207. Phone (313) 567-9520. Closing: 12 days in advance. Next closing: June 22.

ARIZONA

Southwest Auto Auction. Lease/fleet accounts & bank repos welcome. Member NAAA and NAFA. 3420 South 48th St., Phoenix, 602-894-2211. Since 1971.

AUCTION SCHOOL

Mendenhall School of Auctioneering. America's Top-Quality Auction School. Vet Ap. Free Cat. Write or Call: P.O. Box 7344, High Point, N. C. 27264. (919) 887-1165.

INDIANA

Sale Every Thursday DEALER TRADE-IN LINE

11 A.M. sharp
REGULAR SALE
12 P.M. Sharp

INDIANAPOLIS AUTO AUCTION, INC.
4040 Office Plaza Blvd., Indianapolis, IN 46254
1-317-298-9700

CALIFORNIA

FORREST FAULKNER & SONS AUTO AUCTION

Sale Every Friday

Specializing in out of state, repos, fleet and lease cars. 5 minutes from San Francisco airport. Call us—We Can Do It All.

105 Associated Rd.

S. San Francisco, California 94030
415-872-3242

ILLINOIS

Greater Chicago Auto Auction. Every Thursday—1 P.M. Sharp. 800—1,000 cars & trucks. 312-597-3600.

CALIFORNIA

Golden Gate Auto Auction, 6010 Stevenson Blvd., Fremont, CA 94538. 415-657-5660. Complete service out-of-state lease, fleet accounts. Fred Boardman, Jack Bowman.

MINNESOTA

MPLS. AUTO AUCTION

RV & BOAT SALE

Wednesday, June 22
Starts at 2 P.M.

Regular Consignment Sale,
12:00 P.M.
3 RINGS

RECON FACILITIES, PICKUP ANYWHERE

MINNEAPOLIS AUTO AUCTION

1125 NATHAN LANE
MINNEAPOLIS, MINN. 55441
612-545-2403

MPLS. AUTO AUCTION

LOUISIANA

Bob French's Shreveport Auto Auction. Since 1953. We cater to lease & fleet accounts. Thurs. 7 P.M. 814 Grimmer Drive, Shreveport, La. 318-222-5784.

NEW MEXICO

GREATER ALBUQUERQUE AUTO AUCTION. New Mexico's only dealer auction. Sale every Tues. 11 A.M. Member NAAA & WAAA. 2019 Menaul NE, 505-883-7772.

SOUTH CAROLINA

Bruce Auto Auction & Recon Center—Fleet and Lease car and truck disposal our thing. AAA credit. 803-242-3090, Greenville, S. C.

NEW JERSEY

WE SELL FOR THE COUNTRY'S
LEADING LEASING CO.'s • FLEETS
BANKS • FORD MTR. CO. • GMAC

SKYLINE AUTO AUCTION

100 Route 46, Fairfield, N. J. 07005
(201) 227-0100
6 Lane Selling Every Tuesday

WASHINGTON

Bob McConkey & Sons. So. Seattle Auto Auction, the Lease Specialist. 206-872-6800, P.O. Box 5189, Kent, WA 98032

FLORIDA

Gulf Coast Auto Auction, 1319 61st Ave. E., Bradenton, Fla. 34203. 813-756-8478. Complete service fleet & lease accounts. Contact: J. Omar Landis, Henrietta Letty.

VIRGINIA

Since 1970
Jim Wheatley's

**Harrisonburg
Auto Auction**
Call 624-1811, P.O. Box 1086
Harrisonburg, Va. 22801-1086
(703) 434-5991

OHIO

Ohio Auto Auction. The Tuesday sale. 3905 Jackson Pike, Columbus, Ohio. 614-871-2771.

TEXAS

PAT PATTERSON'S Amarillo Auto Auction, Inc. 36 years serving most major fleet and lease companies. 3208 E. 10th, Amarillo, Texas, 806-372-2206.

NEW YORK

Northway Exchange, Inc., Rte. 146, Clifton Park, N.Y. Auction, 518-371-7500; Recon 371-7800. Northeast's Finest — Every Thursday 11:30 A.M. sharp.

NEW YORK

Newest Auction—Emoire State Auto Auction. Sale every Weds., 6 PM & every Sat., 10:30 AM. Fleet & lease accts. welcome. 3 lanes. 400 cars. 516-968-8832.

NEW YORK

Buffalo Thruway Auto Auction, 2727 Broadway, Buffalo, N.Y. Sale every Tuesday at 12:30. 716-692-2111.

OHIO

Wednesday Auto Auction. Exit 49 on I-270 Columbus, Ohio. Every Wednesday. Call: Area 614-497-2000.

MARYLAND

BEL AIR AUTO AUCTION

BEL AIR, MARYLAND

Over 35 years serving auto dealers

SALE EVERY THURSDAY, 11 A.M.

FULL SERVICE AUCTION

Member NAAA

Call: 301-838-5880 or

301-879-7950

Rt. 1, Bel Air, Maryland 21014

COLORADO

Denver Auto Auction, 4285 South Santa Fe Englewood, Colorado 80110. Sale every Friday, 303-761-1410, 303-761-1459.

TEXAS

ABILENE DEALERS AUTO AUCTION. Texas newest and most modern auction. Approved by Ford Motor Co. Handling Budget, Hertz, Avis, etc. Abilene, Texas, 915-698-4070.

INDIANA

MID STATES AUTO AUCTION

25784 Western Ave.

South Bend, Indiana

Sale every Wednesday 6:00 P.M. and

every Friday 12:00 Noon. PERSONAL

ATTENTION given in the handling of

vehicles for Fleet Operators and Leasing

Firms. Phone 219-289-7767.

CONNECTICUT

ATTENTION



DEALERS

Your next Factory Auction for the
Northeast Area
will be:

Tuesday, June 28 at 11:00 A.M.



203-623-2617

P.O. Box 388 • Rt. 5 • East Windsor, CT

MICHIGAN

WEDNESDAY
11:00 a.m.

ATTEND THE
FLINT AUTO AUCTION
Averaging 600-700 cars

4 Lanes

- Our 31st Year
- New Expanded Facilities
- Cab fare paid from Airport
- Buy and Sell with Complete confidence
- Guaranteed Titles
- Truck fleet for Quick Pick-up and Delivery
- Auction Checks

Mac McCollum, Jim & Bill Williams

FLINT AUTO AUCTION

3711 WESTERN RD. FLINT, MICHIGAN 48506 PHONE (313) 736-2700

GENERAL MOTORS FACTORY AUCTION SALE

Approximately 200 Vehicles

THURSDAY, JUNE 30, 11:00 A.M.

NASHVILLE AUTO AUCTION, INC.

1450 Lebanon Road, Nashville, Tennessee 37210

For more information, contact: Nick Snow
615-244-2140

A Subsidiary of Anglo American Auto Auctions, Inc.

MICHIGAN

APTCO AUTO AUCTION

20911 GLADWIN

TAYLOR, MICHIGAN 48180

(313) 285-7300

BIG FACTORY AUCTION SALE

TUESDAY, JUNE 28, 1983

Starting Time At 10 A.M.

AMC FACTORY AUCTION SALE

Approximately 200 Fresh Units

SPECIAL FORD MOTOR CO.
"BRASS HAT" AUCTION SALE

250 of the finest Ford, Lincoln-Mercury
vehicles available in the United States



Followed by Our
BIG REGULAR CONSIGNMENT SALE
(Open to all Licensed Auto Dealers)

A Subsidiary of Anglo American Auto Auctions, Inc.

Advertise in Automotive News for Quick Action

For GM and Ford

Help on way to meet future CAFE

Continued from Page 4

million. If Ford is up to its '79 volume of 2.5 million units, that would be a fine of \$12.5 million.

Various congressional committees and interested lawmakers are exploring the extent of the problem if consumers continue buying larger cars.

While this may equate to the full-line makers in the short term as "maxi cars, maxi profits," it can spell long-term disaster in the form of hundreds of millions of dollars in fines.

Without prejudging congressional reaction — where some lawmakers are fearful that without CAFE the auto industry may make itself more uncompetitive with the Japanese should another fuel shortage appear — there are other groups certain to oppose any change in the law.

The Center for Auto Safety, for example, has already taken NHTSA to court over its action in dropping its advance notice for CAFE beyond 1985. The Energy Conservation Coalition is ready to spring into action to oppose any move by Ford and GM to get relief.

Besides, Chrysler — which has gone deeply into debt to achieve its energy-efficient fleet — and American Motors — which for other reasons had to affiliate with Renault — are not likely to want increased competition from their American siblings. Neither is VW/A.

Some observers feel that GM's position is worse than Ford's because of the leaner mix of small cars in GM's product plans during the next few years.

Standards of the Energy Preservation and Conservation Act are 26 MPG for '83 models, 27 MPG for '84 models and 27.5 MPG for '85 models. (Under the 1975 law, the 27.5 MPG was a goal, but NHTSA made it a standard which can be rolled back, but only under lengthy procedures.)

GM reported last December that it expected its '83 models to have a CAFE of 24.1 MPG, but this may have declined be-

cause of sales of its bigger cars.

This will be taken care of by GM's carryforward credits of \$428 million from 1980 models (plus credits of \$240 million from '81 models and \$51 million from '82 models) even if GM's CAFE has slipped to 23.6 MPG for '83 models. But GM could very well be in serious trouble by '84 models because it's a big jump for a company to improve by almost two MPG in one model year.

If, for example, GM can reach only 25.5 MPG for its '84 models — 1.5 MPG below the EPA standard — and produces only 4 million units, then at \$75 per car fine, it would owe the government \$300 million and may have only at most \$290 million in credits to carry forward from the three preceding years.

Then GM would be in the position of having to stretch to get another 2 MPG to meet the '85 standard of 27.5 MPG.

• Ford's situation is somewhat better, especially if the new Tempo and Topaz continue selling well. Ford had \$149 million in carryforward credits from the 1980 model year, \$89 million from the '81 model year and \$35 million from the '82 model year.

The estimate Ford gave to NHTSA last December for its '83 models was 24.3 MPG and that also may have deteriorated because of increased sales of big cars.

Assuming Ford's penalty for '83 models is \$163 million, then Ford would have \$110 million left to carry forward for a possible penalty for '84 models. Assuming Ford production at 2 million cars for 1984 and a shortfall of one MPG below the CAFE, it would have to draw down \$100 million—leaving it only \$10 million in the bank for '85 models.

For '85 models, if Ford were half an MPG below standard, then Ford would be short \$50 million for the year or a net penalty of \$40 million.

But when the law was amended to change the captive import

clause and to increase the carryforward section from one year to three years, it was also changed to include a three-year carryback provision.

This means that Ford or GM could present a plan to NHTSA saying they should not pay fines in the '84 or '85 model years since they expect to be selling lots of small cars in 1986-87.

If the government accepted this scenario as reasonable — and the only way it would seem this could be assured would be to have a guaranteed oil shortage with long lines at gas stations — then relief could be granted.

This would be chancy unless the companies had only very small fuel-efficient vehicles and engines to sell since some may argue that as long as big cars are being made and gasoline is freely available, consumers will want to buy big cars, and in the past market predictions have not been noted for accuracy.

• Of course, NHTSA could act to change its standards, but that is time-consuming since NHTSA must not only observe legal procedures for standards it has set, but it could not change the ones Congress set.

Moreover, under the 1975 law, NHTSA could not adjust below 26 MPG or above 27.5 MPG without subjecting those actions to a one-house veto by Congress.

GM and Ford, with their bigger cars, might also bump into the gas-guzzler taxes — now being paid only by Rolls-Royce (with 412-CID engines), two Ferraris (with 179-CID engines) a Maserati (301-CID), the Jaguar XJS (326-CID) and the Ford Crown Victoria (with 351-CID) — but the Ford is excluded because it is only for a limousine or for police use. Besides, the Ford is listed only as a 49-state car — that is, not with California emission controls.

The gas-guzzler taxes are extremely high and either the consumer pays it or the manufacturer absorbs it. Those taxes range from \$500 to \$2,650 in 1985 and from \$500 to \$3,850 for '86 models. They were — and are — clearly meant as a deterrent.

For 1985 models, cars must get at least 21 MPG to escape the tax. Here are the gas-guzzler taxes:

1985	
At least 21.0 MPG	0
20.0 - 21.0	\$ 500
19.0 - 20.0	600
18.0 - 19.0	800
17.0 - 18.0	1,000
16.0 - 17.0	1,200
15.0 - 16.0	1,500
14.0 - 15.0	1,800
13.0 - 14.0	2,200
less than 13.0	2,650

1986	
At least 22.5 MPG	0
21.5 - 22.5	\$ 500
20.5 - 21.5	650
19.5 - 20.5	850
18.5 - 19.5	1,050
17.5 - 18.5	1,300
16.5 - 17.5	1,500
15.5 - 16.5	1,850
14.5 - 15.5	2,250
13.5 - 14.5	2,700
12.5 - 13.5	3,200
less than 12.5	3,850

Will Congress be asked to repeal this law? Rolls-Royce and the other luxury car makers would be delighted. But if the U. S. makers convince Congress their future lies with big cars, will the Japanese be far behind?



Nissan goes to Mississippi

Gov. William Winter, of Mississippi, with the help of Tet-suo Arakawa, president of Nissan U.S.A., launches Nissan's new Memphis Regional Parts Distribution Center. The \$2.5 million facility is based within the Greater Memphis Area although it actually is located in Olive Branch, Miss., just south of the Tennessee border. The warehouse, which carries a \$7 million parts inventory, serves 113 Datsun dealers.

Automotive News coverage keeps phones busy at Zoe

By Jenny L. King
Staff Writer

The first call didn't go through — the 14 lines at Zoe Motors, Inc., Los Angeles, were all tied up.

A second try was successful. Daniel Levitan, executive vice president, related the multiple adventures of the company following a story with picture of the Zoe Zipper in the June 13 issue of AUTOMOTIVE NEWS.

"I guess we hit a soft spot," he said, referring to subsequent newspaper coverage across North America, televised road tests and interviews and re-

quests for franchises/sales from dealers and leasing companies across the nation.

The Zoe Zipper is a tiny, economical three-wheel motorized vehicle which is classified as a motorcycle but resembles a toy car.

"It's a cheap mode of transportation," according to Levitan, and one that appeals to anyone who needs to drive relatively short distances.

"The public is aware of the usefulness of three-wheel vehicles from traveling abroad. They're all over in Germany, France, England, Switzerland and Tokyo," Levitan said.

letterbox

Continued from Page 10

know-who may not be good for America.

It might be better for them to invest such capital right here in the U. S.

They'd produce jobs for unemployed auto workers instead of exporting jobs.

They could sell U. S.-made cars to the countries where they are now building new plants. They could help our balance of trade. They might even take some of the heat off us import dealers.

But you must have read, the other day, that the marketing effort of U. S. car makers in Japan has been ineffective.

European manufacturers selling their cars in Japan, the story went on, seem to be doing a fine job.

Is it possible that the U. S. auto makers just don't want to bother with export?

Over the past five years, my dealership has been asking the major U. S. manufacturers to let my dealership sell their cars overseas. Except for one make — who offered to let us sell cars in a country which had black-listed them — not one has agreed to sell us their cars for export.

American manufacturers prefer to send their dollars overseas rather than their products. — Thomas Nemot, Chairman, American International Automobile Dealers Assn., Washington.

• He said the company's goal of 350 U. S. and Canadian dealers will be met sooner than anticipated. Zoe Motors is signing up 35 dealers on the West Coast this month. They'll include domestic and imported-car dealers, motorcycle dealers and recreation-vehicle outlets.

Dealers phoned last week from as far away as Florida and Connecticut, he said, wanting to fly to Los Angeles to talk business. There were inquiries from Hawaii, the Virgin Islands, Bermuda and Puerto Rico, plus a gentleman who owns a yacht and wants to carry Zippers for his land transportation when he's in port.

Levitan said he has "some 20-odd" Zippers currently on hand. A shipment of 200 more is expected momentarily from Japan. They are manufactured by Mit-suko Motors, a large Honda distributor in Japan. Building Zippers, which will be available here in passenger models called 501 and 502, is the company's first major vehicle manufacturing venture, he said.

Levitan said Zoe Motors showed its Zippers at major auto shows earlier this year to thousands of visitors who raved about its looks. They then progressed from the "It's adorable" stage to asking, "How much is it?" The Zipper price of \$3,000-\$3,500 piqued interest further, to questions of speed, engine size, economy of operation, general usefulness, safety.

Zoe Motors hopes to sell 7,000 to 10,000 vehicles its first year here, Levitan said.

There's only one Joe Muers in Detroit with 30 different kinds of sea food

Spring and summer it's Soft Shell Crab and Fresh Lake Sturgeon, in the fall and winter it's Black Sea Bass and in early spring Shad

Roë . . . and always several dozen other fresh and salt water selections from which to choose.

For starters - a rich Lobster Bisque, Mussels Marinere, an Oyster Stew or Baby Scallops baked in wine and butter to be followed by a fresh Michigan Rainbow Trout, live Maine Lobster, tender Baby Frog Legs provencal, gently Poached Haddock with mustard sauce, Steamed Jumbo Finner Haddie, Smoked Winnepeg Goldeye, Flounder Stuffed with Crab, a meaty Swordfish or Salmon or a light Lemon Sole.

Joe Muers ensures each entree is prepared to enhance the sea food's natural fresh taste and they've been doing it well for 54 years.

Only one restaurant in Detroit can claim this tradition. It's Joe Muers!

THERE'S ONLY ONE
JOE MUERS IN DETROIT
WITH 30 DIFFERENT KINDS
OF SEA FOOD

at 2000 Gratiot Ave.
and another in
Boca Raton, Florida

567-1088
Now accepting reservations
for 10 or more Monday-Friday

JOE MUERS SEA FOOD

Total—273,409—is second-highest in 15 months

May truck sales rise 11.3 percent

Continued from Page 14

month total of 159,699 units was 6.6 percent higher than the previous year's 159,186 units.

For the month, the domestic compacts' share of the market was 58.2 percent, and for the January-May period, they accounted for 58.4 percent. A year ago through May, the imported compacts had 50.5 percent of the market.

Sales of vans also were significantly higher than a year ago for both the month and January-May period.

During the month, 50,200 panel and window vans were retailed, a gain of 21.2 percent over the year-earlier 41,424 units. The five-month total of 214,120 units was 27.8 percent higher than last year's 167,578.

The number of unsold new trucks in dealers' hands on June 1 was slightly higher than a year ago. The total was 551,148, an increase of 1.2 percent over the 544,815 units in stock at the same time in 1982.

The light-truck inventory at the end of May was 4.8 percent higher than a year ago, 511,954 units versus 488,473. Mediums were down 15 percent, from 13,406 units a year ago to 11,394, while the heavies were off 35.3 percent to 27,800 units, compared with 42,936 last year.

Ford was No. 1 in truck sales in May, but its five-month total

trailed Chevrolet by almost 3,000 units.

During the month, Ford dealers retailed 88,169 new trucks, an increase of 11.8 percent over last year, and the five-month total was up 9.5 percent, from 342,790 units in 1982 to 375,426.

Chevrolet said its dealers sold 84,815 trucks in May, a gain of 1.3 percent over last year's 83,746. Through May, the total was 378,321, up slightly over the 377,747 units retailed in the same period in 1982.

May sales of Dodge and Plymouth light trucks were up 16.9 percent to 24,939 units, compared with 21,333 last year. The five-month total was 1.2 percent higher than a year ago, 109,535 versus 108,212.

GMC dealers retailed 24,519 new trucks during the month, an increase of 3.7 percent over the year-earlier 23,655. The total through May was up 1.6 percent, from 105,013 units in 1982 to 106,719.

May sales of Jeep four-wheel-drive vehicles totaled 6,777 units, an increase of 7.1 percent over last year's 6,330. The five-month count was up 3.8 percent to 25,765 units, compared with 24,876 a year ago.

Volkswagen dealers retailed 759 compact pickup trucks during the month, down 14 percent from the year-earlier 883 units. The total through May was off 55.5 percent, from 6,292 units in 1982 to 2,802.

• Sales of the non-captive imported compact pickups were significantly higher than a year ago for both May and the first five months.

Toyota dealers sold 15,465 units during the month, an increase of 27.3 percent over the year-earlier 12,152. The five-month count was up 13.6 percent to 62,198 units, compared with 54,766 last year.

May sales of Datsun pickups totaled 11,611 units, a gain of

65.5 percent from last year's 7,014, and the January-May count climbed to 48,016 units, up 28.1 percent over last year's 37,479.

Mazda reported that its dealers retailed 6,997 units during the month, an increase of 124.1 percent over the previous year's 3,122. Through May, the total was 28,067, up 85.7 percent from the year-earlier 15,118 units.

Isuzu dealers sold 1,789 small pickups in May, a gain of 6 percent over last year's 1,687 units. The five-month total was 26.1 percent higher than a year ago, 8,919 versus 7,074.

Mitsubishi said its dealers retailed 713 trucks during May, bringing the five-month count to 3,267 units.

New models to fill new markets

Japanese eye global 4WD market

Continued from Page 6

mountainous, and is covered with snow for at least three months a year, these tiny vans and trucks have become very popular. Last year, about 130,000 were sold in Japan, as well as 24,000 of the small Suzuki Jimny off-road vehicle. Biggest seller is the Subaru Sambar, with 44,000 units a year.

The 4WDs account for about 60 percent of sales of midget trucks and vans in Northern Japan now, although so far only a few hundred of these midgets have been exported. In the future, it is likely that more will be exported, especially to Asian countries.

For the larger 4WDs, the Japanese are looking to Africa, Australia and the Middle East for extra sales, with growth on the RV side coming in Europe and the U.S.

Up to now, the Land Cruiser has been the dominant 4WD utility vehicle produced in Japan, its main markets being Saudi Arabia (21,000), Australia (13,000) and Indonesia, where 11,000 are assembled locally from KD kits.

Its main rival at the heavy end of the market is the Nissan Patrol, which is sold principally in Saudi Arabia (12,000), Australia (7,000) and Germany.

Although many more Land Cruisers than Patrols are built, the Patrol is just ahead in Europe at 9,000 units a year. Nissan's Kanekiyo cites this as evidence that the Patrol is preferred in advanced countries.

"We are making a great effort to compete with the Land Cruiser," he said, "and one of our advantages is the 3.3-liter six-cylinder diesel, which is very smooth."

• In fact, Nissan is now poised to do even better in Europe. It took control of Motor Iberica, the Spanish truck manufacturer, in two stages, up to May, 1982, and early this year, Motor Iberica started to build Nissan Patrols.

This year it plans to build 4,000-5,000 units in hardtop, van and wagon form, and eventually, it will build 15,000 units a year for export throughout Europe. This move gives Nissan a 35 percent increase in capacity for Patrols — and it intends to increase sales accordingly.

Kanekiyo foresees most growth in the light-duty market, with vehicles of the size of the Suzuki Jimny, or Mitsubishi Pajero (Montero) and Isuzu Trooper



South Dakota officers

Elected to head the South Dakota Automobile Dealers Assn. for 1983-84 are, from left: Mark Mollers, Rapid Motors, Inc., Rapid City, president; Dan Cotton, Dan Cotton Chevrolet, Beresford, vice president; Mylo Rypkema, Dodge Town, Inc., Rapid City, treasurer, and Roger Davidson, Davidson Chevrolet, Inc., Mobridge, secretary.

gaining in popularity. "Most buyers are private users," he said, "so they are economy-minded, and don't need the off-road performance of the Patrol."

He also forecasts a big increase in the number of 4WD passenger cars produced, but points out that there are difficulties with front-wheel drive autos. He commented: "If we add rear drive, then the rear seat space becomes smaller, and we need a big transmission tunnel."

• Undoubtedly, the vehicle that has made the running in the medium-size or light-duty 4WD market has been the Mitsubishi Pajero, which Mitsubishi targeted at the RV market, in Japan and elsewhere.

Of course, Mitsubishi produces the Jeep under license from AMC, but cannot export it generally. It sells to private individuals in Japan, and some to the Japanese army. But Mitsubishi makes no secret of the fact that it wants to sell the Pajero to the Japanese military forces.

So far, the main market for the Pajero has been Japan. Exports started last year to Colombia and Iceland. However, this year, exports have started to the U.S., Australia and Europe, and Wake admits that it was developed to exploit potential export markets that were denied to the Mitsubishi Jeep by the agreement with AMC.

In Japan, the Pajero has become the biggest-selling 4WD owing to its modern style and wide engine range — the 2.3-liter diesel turbo is very popular — with 60 percent being sold for use as passenger cars.

To widen appeal, Mitsubishi has added a turbocharged gasoline engine to the options, and

is about to introduce a long-wheelbase version, mainly for sale in the Middle East. The wheelbase is increased by 18 inches to 110 inches, with overall length going from 155 to 178 inches.

To widen its attack on the 4WD market, Mitsubishi introduced the Delica van in 4WD form last fall. This cab-over is built on basically the same chassis frame as the Pajero, so all the mechanical units are common to both — as they are to the Forte pickup truck.

Wake is very optimistic about sales of the Delica 4WD.

"It has no competition now," he said. "In May we started shipments to Europe, and we shall start selling in the U.S. soon. We expect to produce well over 1,000 a month."

But Wake does not expect to have the field to himself long; Toyota and Nissan are both developing 4WD cab-overs. Then, Mitsubishi and Nissan are developing 4WD versions of their multi-purpose cars — the Chariot and Prairie respectively, so the proliferation of 4WDs in Japan is well under way.

Strangely, though, the Japanese auto companies express no interest in "full-time" 4WD, pioneered by Land Rover on the Range Rover and Audi on the Quattro.

Said Kanekiyo: "Customers want better part-time 4WD, which is easier to use. Fuel economy is better with part-time 4WD, especially with free-wheeling hubs."

Mitsubishi and Toyota agree that the conventional 4WD is better than new technology, presumably because unlike Audi and Land Rover, they are tackling the bottom end of the market. But that is where the market and growth are.

Potamkin joins club for top Toyota dealers

TORRANCE, Calif. — Victor Potamkin, of Potamkin Toyota, Inc., New York, has been named to Toyota's 1983 President's 1000 Club, which honors dealers who sold at least 1,000 new units during 1982.

Although the 193 dealers in the club represent less than 20 percent of Toyota's U.S. dealer corps, they accounted for nearly 50 percent of all Toyotas sold in 1982.

Big Three May, year-to-date sales

	1983	May 1982	1983	Year to date 1982
Ford				
Vans	15,773	12,199	65,613	51,062
Club Wagon	2,822	3,793	12,592	12,524
Ranger	16,970	13,205	73,511	34,358
Courier		1,518	5,657	13,473
Bronco	4,135	4,323	18,193	18,404
Bronco II	5,881		12,482	
Pickups	39,141	38,866	171,906	193,284
Mediums and Heavies	3,447	4,979	15,472	19,685
Chevrolet				
Vans	13,516	11,656	60,302	43,504
Sportvan	1,875	2,788	8,053	7,109
S-10	17,079	19,358	75,432	87,180
S-10 Blazer	7,716		36,817	
LUV	237	2,243	2,766	12,957
El Camino	1,842	2,223	8,166	9,664
Blazer	2,971	2,638	12,114	14,367
Suburban	3,999	2,899	15,330	14,144
Pickups	34,217	39,125	153,688	182,557
Mediums	1,363	1,416	5,653	6,265
Chrysler				
Vans	7,002	5,284	29,802	25,951
Voyager	514	480	2,118	2,375
Ram Wagon	3,621	2,886	15,233	12,980
Arrow	150	506	733	2,883
Ram 50	2,155	2,024	10,076	15,436
Trail Duster				244
Ramcharger	1,715	1,148	8,782	4,772
Scamp	338		1,353	
Rampage	1,089	1,699	4,724	7,525
Pickups	8,319	7,306	36,714	36,046
GMC				
Vans	5,077	2,938	20,407	12,073
S-15	4,138	4,365	16,913	17,538
S-15 Jimmy	1,658		6,625	
Jimmy	651	643	2,919	3,370
Caballero	191	261	833	1,284
Suburban	1,082	1,148	4,762	4,467
Pickups	8,908	10,977	42,005	48,725
P Models	482	330	1,395	1,472
Mediums	1,668	2,351	7,748	11,439
Heavies	664	642	3,112	4,645

Leading Japanese four-wheel-drive vehicles in 1982

	Production	Domestic	Exports
1. Toyota Land Cruiser	129,000	8,000	126,000
2. Subaru sedan/wagon	106,000	22,000	82,000
3. Suzuki Jimny	92,000	25,000	64,000
4. Toyota Hi-Lux	88,000	4,300	84,000
5. Subaru Sambar midget	44,000	44,000	250
6. Suzuki Carry midget	41,000	41,000	
7. Nissan Patrol	39,000	1,600	38,000
8. Datsun truck	37,000	3,500	33,000
9. Toyota Tercel 4WD*	32,000	6,500	21,000
10. Daihatsu Taft	24,000	200	23,000
11. Mitsubishi Minicab	24,000	24,000	
12. Isuzu Trooper	22,500	6,000	16,000
Others	80,000	32,000	47,000
Total	760,000	218,000	534,500

* Passenger car introduced in the fall of 1982.

Domestic sales and export figures do not always equal production total owing to time lag in sales.

Pace is five weeks ahead of 1982

Year's auto output tops 3 million

By Mary Beth Mayer
Staff Writer

The domestic auto makers reached a milestone last Thursday (June 16) as the three-millionth automobile of 1983 was assembled, about five weeks earlier than in 1982. Last year, the three-million mark was reached July 23.

So far this year, the manu-

facturers have assembled 3,035,351 cars, a 23.79 percent gain from 2,452,088 units finished in the comparable 1982 period.

Breakdown for the year-to-date production by company is: General Motors, 58.82 percent; Ford Motor Co., 23.13 percent; Chrysler Corp., 13.29 percent; American Motors, 2.82 percent; Volkswagen of America, 1.41

percent, and Honda, 0.53 percent.

Last week's estimated production was 146,277 units, a 1.79 drop from the previous week's 148,945. Output, however, was up 7.06 percent from last year's 136,630.

Ford's Dearborn plant was down last week (June 13) for inventory adjustment. The facility was idled June 6. Volkswagen of America's Westmoreland plant was closed due to overstocked inventory.

Ford's Chicago, St. Louis and Wixom plants worked daily overtime last week.

GM's Arlington, Baltimore, Fairfax, Flint (G line), Janesville, Lordstown and Pontiac points worked Saturday.

Chrysler's Belvidere, Jefferson and Newark plants worked two daily nine-hour shifts last week.

Millionth truck produced 11 days before last year's

The domestic truck makers assembled the year's one-millionth truck last Monday (June 13), eleven days earlier than last year.

Year-to-date, there have been 1,051,114 trucks assembled, up 9.49 percent from last year's 960,000.

Last week's domestic truck output was estimated at 52,911, down slightly from the 53,085 built during the previous week. Output, however, was up 7.41 percent from last year's 49,261.

Ford Motor's Kansas City, Lorain, Louisville, Norfolk and Twin Cities points worked daily overtime last week (June 13). The Kansas City, Norfolk, Michigan and Twin Cities facilities also worked Saturday.

Chrysler Corp.'s Belvidere plant worked two daily nine-hour shifts and the Warren point worked one daily nine-hour shift last week.

General Motors' Janesville, Lordstown and Pontiac Truck & Bus plants worked six days.

Return at Ford boosts production of Canadian cars

Canadian auto production last week rose 5.65 percent from the previous week's total due to the return of Ford Motor's St. Thomas car facility, which offset downtime at Chrysler Corp.'s Windsor car plant.

The auto makers scheduled 241,644 units last week, up from 22,871 built during the previous week. Output also rose 6.91 percent from last year's 22,602.

So far this year, 493,913 cars have been completed, up 11.02 percent from 444,905 built in the comparable period last year.

Truck output, at 12,528, was only 11 units higher than the previous week's total. That figure is down 3.92 percent from last year's 13,039.

Year-to-date, 253,552 trucks have been built, down 3.96 percent from 264,009 in the year-ago period.

Ford's St. Thomas plant returned last week (June 13) after being idle two weeks for inventory control.

Chrysler's Windsor car point is being retooled for assembly of the 1984 front-drive T-115

U. S. CAR PRODUCTION

	Week Ended June 18, 1983	Week Ended June 19, 1982	Week Ended June 11, 1983	June to Date	Jan. 1 to June 19, 1982	Jan. 1 to June 18, 1983
AMERICAN MOTORS.....	5,000	1,400*	4,435	11,810	26,099	85,540
AMC Total.....		1,400*			26,099	4,071
Concord.....						3
Eagle.....						4,068
Renault Total.....	5,000		4,435	11,810		81,469
Alliance.....	5,000		4,435	11,810		81,469
CHRYSLER CORP.....	18,700	15,635	18,069	47,735	284,426	403,417
Plymouth Total.....	5,800	5,959	5,601	14,919	117,588	143,224
Horizon.....	2,200	2,168	2,463	6,087	35,486	49,716
Reliant.....	3,500	3,791	2,973	7,441	82,102	90,947
Caravelle ('83).....	100		165	391		2,561
Chrysler Total.....	5,000	3,320	4,831	12,670	55,222	99,115
LeBaron.....	2,300	3,320	2,191	5,941	55,222	47,184
Chrysler E-Class.....	2,700		2,640	6,729		51,881
Dodge Total.....	7,900	6,356	7,637	20,146	111,616	161,078
Omni.....	2,600	2,507	2,833	7,179	33,579	55,659
Aries.....	3,600	2,990	3,228	8,630	61,597	69,009
Dodge 400.....	700	859	727	1,941	16,440	16,942
Dodge 600.....	1,000		849	2,396		19,468
FORD MOTOR.....	30,448	31,975	33,095	81,961	561,639	702,011
Ford Division.....	17,626	19,994	19,619	48,770	359,372	452,082
Escort.....	5,403	7,002	5,656	13,698	149,170	128,301
Fairmont.....		3,981			61,714	23,728
Mustang.....		3,464		1,678	65,377	56,946
LTD/Granada.....	3,328	4,228	3,918	9,090	58,578	84,566
Thunderbird.....	4,015	1,121	4,980	12,012	20,589	99,544
Crown Victoria/Ford.....	1,885		2,179	5,164		43,559
EXP.....		198			3,944	1,184
Tempo.....	2,995		2,886	7,128		14,254
L-M Division.....	12,822	11,981	13,476	33,191	202,267	249,929
Mercury Total.....	10,060	9,903	10,737	26,368	154,177	197,359
Lynx.....	1,835	2,396	1,541	4,258	44,500	32,324
Capri.....		1,449		296	15,660	11,127
Zephyr.....		1,645			20,662	8,601
Marquis/Cougar.....	1,595	2,027	1,852	4,512	27,855	36,274
Cougar/XR7.....	4,014	489	4,478	10,432	6,713	54,183
Gr. Marquis/Marquis.....	1,746	1,846	2,072	4,838	37,918	50,081
LN7.....		57			869	290
Topaz.....	870		794	2,032		4,479
Lincoln Total.....	2,762	2,078	2,739	6,823	48,090	52,570
Continental ('82).....	379	414	261	672	10,147	7,939
Lincoln.....	1,632	1,017	1,561	3,943	21,544	27,007
Mark VI.....	851	647	917	2,208	16,399	17,624
GENERAL MOTORS.....	90,879	84,454	89,820	223,747	1,531,869	1,785,559
Buick Division.....	21,929	18,067	21,978	54,467	359,103	414,907
Skyline.....	3,345	3,370	3,464	8,550	64,640	49,592
Skyhawk J.....	1,390		1,368	3,412	42,759	33,748
Century.....	4,004	3,733	4,285	10,189	61,236	73,233
Regal.....	5,285	5,350	5,200	13,109	93,297	118,845
Buick.....	6,685	4,550	6,425	16,213	78,894	118,823
Riviera.....	1,220	1,064	1,236	2,994	18,277	20,666
Cadillac Division.....	6,199	5,573	5,827	14,829	118,103	156,330
Cimarron.....	315	128	311	741	1,631	10,043
Seville.....	530	339	586	1,411	11,679	16,782
Eldorado.....	1,340	1,395	1,352	3,367	30,446	36,760
Cadillac.....	4,014	3,711	3,578	9,310	74,347	92,745
Chevrolet Division.....	32,931	27,003	30,564	77,706	477,930	565,673
Chevette.....	4,105	5,744	4,225	10,437	105,439	86,240
Cavalier.....	8,565	1,633	7,582	19,307	40,734	122,444
Celebrity.....	4,866	1,839	4,775	11,830	31,965	50,805
Camaro.....	5,130	5,076	5,012	11,922	106,579	92,011
Citation.....	1,775	5,066	1,802	4,296	83,133	53,913
Malibu.....	4,001	3,513	3,344	9,305	53,870	73,852
Monte Carlo.....	1,972	2,371	1,634	4,648	30,716	43,337
Chevrolet.....	1,917	1,154	1,565	4,438	11,429	27,951
Corvette.....	600	607	625	1,523	14,065	10,125
Oldsmobile Division.....	20,748	18,467	23,011	54,586	361,228	467,270
Omega.....	1,715	1,643	1,599	4,029	40,349	30,362
Firenza.....	1,045		1,069	2,635	29,331	22,685
Cutlass.....	5,400	6,336	6,410	14,832	89,038	134,911
Cutlass/Ciera.....	4,450	3,075	5,177	11,829	58,675	91,527
Oldsmobile.....	7,278	6,573	7,886	19,136	126,796	168,965
Toronado.....	860	840	870	2,125	17,039	18,820
Pontiac Division.....	9,072	15,344	8,440	22,159	215,505	181,379
Acadian.....		216	324	527	6,504	8,534
2000.....	2,708	1,731	2,287	6,386	17,430	47,819
1000.....	955	1,586	694	2,249	15,275	19,331
Firebird.....	2,570	3,200	2,620	6,117	62,894	44,358
Phoenix.....	395	1,840	429	1,163	22,749	13,374
G. Prix/B'ville ('83).....	2,444	4,344	2,086	5,717	75,461	47,963
6000.....		2,427			15,192	
HONDA.....	1,250		1,230	3,021		16,070
VOLKSWAGEN.....		3,066	2,296	3,685	46,192*	42,754
CHECKER.....		100*			1,863*	
Total Cars, U. S.....	146,277	136,630	148,945	371,959	2,452,088	3,035,351

CANADIAN CAR PRODUCTION

	Week Ended June 18, 1983	Week Ended June 19, 1982	Week Ended June 11, 1983	June to Date	Jan. 1 to June 19, 1982	Jan. 1 to June 18, 1983
AMERICAN MOTORS.....	820	610	820	2,131	13,128	15,205
CHRYSLER CORP.....		4,183	3,625	5,718	81,538	103,857
FORD MOTOR.....	9,667	9,268	4,750	17,044	159,464	102,384
GENERAL MOTORS.....	13,452	8,316	13,451	34,568	185,588	267,427
VOLVO.....	225	225	225	585	5,187	5,040
Total Cars, Canada.....	24,164	22,602	22,871	60,046	444,905	493,913
N. American Cars.....	170,441	159,232	171,816	432,005	2,896,993	3,529,264
N. American Trucks.....	65,439	62,300	65,602	163,895	1,224,009	1,304,666
North American Cars and Trucks.....	235,880	221,532	237,418	595,900	4,121,002	4,833,930

*All Acadians and Caravelles are built for sale in Canada. *—Estimated.

van/wagons scheduled to begin in October.

International Harvester's Chatham and Vancouver facil-

ities remained closed for model changeover. Operations there, idled May 23, are scheduled to resume July 25.

Dealers balk at settlement in Mid-Atlantic Toyota case

BALTIMORE. — The proposed settlement of a price fixing suit against Mid-Atlantic Toyota Distributors, Glen Burnie, Md., and about 100 Toyota dealers has hit a snag because the required two-thirds of the dealers did not agree to the settlement by the June 3 deadline.

The settlement, which was approved on a preliminary basis by a U. S. District Court judge May 27, would have Mid-Atlantic Toyota and the dealers contribute a total of \$4,825,000 to reimburse 36,000 Toyota owners

in six states who allegedly were forced to purchase some \$500 worth of rustproofing and other car protection services.

Under the terms of the settlement, each buyer would receive either \$135 in cash or a certificate worth \$250 in goods and services from participating Toyota dealers.

By June 3, however, only 34 of the 100 dealers had agreed to the settlement, according to Michael Brockmeyer, of the Maryland attorney general's office.

• The state has decided to settle with the dealers who did sign, Brockmeyer said, and prosecute those who didn't.

"The non-settling dealers already are defendants in the case, so we won't have to file separately for this action," he said.

Reimbursements to Toyota owners were to have begun in March, 1984, but Brockmeyer said those reimbursements would be delayed while prosecution continues.

"It depends on whether the case is settled out of court or goes to trial," he said. "It could be a lengthy trial."

The entire agreement is not in jeopardy, Brockmeyer added, since Mid-Atlantic Toyota has already paid \$1.7 million into a fund that eventually will be used to compensate the Toyota owners.

"That money is already in the bank and drawing interest," he said.

The 100 dealers named as co-defendants in the case are located in Maryland, Virginia, Delaware, Pennsylvania, West Virginia and the District of Columbia.

Spokesmen for Mid-Atlantic Toyota declined comment.

TRUCK PRODUCTION IN U. S.†

	Week Ended June 18, 1983	Week Ended June 19, 1982	Week Ended June 11, 1983	June to Date	Jan. 1 to June 19, 1982	Jan. 1 to June 18, 1983
CHEVROLET.....	18,618	17,342	17,135	45,034	328,190	362,017
DODGE.....	2,600	3,485	3,079	7,233	63,117	63,021
FORD.....	22,861	20,120	23,072	55,777	345,923	419,008
GMC.....	5,237	5,638	5,513	13,342	121,768	120,576
INTERNATIONAL.....	1,245	1,194	1,236	3,084	25,250	23,466
VOLKSWAGEN.....		432			7,961*	2,079
JEEP.....	1,300		2,000	4,836	38,711*	37,007
AM GENERAL.....	50*	50*	50*	124	1,080*	1,140*
MISCELLANEOUS.....	1,000*	1,000*	1,000*	2,480	28,000*	22,800
Total Trucks, U. S.....	52,911	49,261	53,085	131,910	960,000	1,051,114

CANADIAN TRUCK PRODUCTION

	Week Ended June 18, 1983	Week Ended June 19, 1982	Week Ended June 11, 1983	June to Date	Jan. 1 to June 19, 1982	Jan. 1 to June 18, 1983
CHRYSLER CORP.....	2,652	2,535	2,681	6,387	50,294	63,766
FORD MOTOR.....	3,628	3,763	3,584	9,374	70,429	66,786
GENERAL MOTORS.....	6,248	6,481	6,252	16,224	137,331	119,784
INTERNATIONAL.....		260			5,955	3,216
Total Trucks, Canada.....	12,528	13,039	12,517	31,985	264,009	253,552
N. American Trucks.....	65,939	62,300	65,602	163,895	1,224,009	1,304,666

†—Now includes window van production. *—Estimated.

Jeep includes commercial only. AM General includes government-destined vehicles.